



- 1. Which seafood products (to include fish, shellfish, and processed fish and seafood products) are you currently exporting? Please provide the Harmonized Tariff System (HTS) codes for these products.**

- Frozen Whole Illex Squid (0307.43.00)
- Frozen Whole Atlantic Mackerel (0303.54.00)
- Frozen Whole Sea Herring (0303.51.00.00)

- 2. To which countries or other trading partners are you currently exporting?**

- Egypt
- EU
- China
- Brazil
- Australia
- Nigeria

- 3. Are there countries or other trading partners to which you are planning to export, or to which you would like to export?**

New Zealand, Vietnam, Korea, Libya, Iceland, Malaysia

- 4. Are there issues in the markets you currently export to that limit your exports or unnecessarily increase the costs for your exports?**

The Chinese tariffs greatly increase the end costs to our customers in China. High ocean freight rates from the Port of Boston, also increase our costs.

- 5. Are there issues in other markets that have prevented you from exporting?**

None

- 6. Are there other issues that affect the competitiveness of your product in foreign markets?**

NORPEL primarily deals in low cost, high volume fisheries. Due to strict, conservation-based regulation of fisheries, landings of these fisheries have drastically decreased in the United States. The lack of landings has led to decreased quotas. As quotas were lowered, the fishing fleet shrank and size, which resulted in a smaller processing sector with less innovation and technological advancements. Other countries, such as those within the EU have been able to maintain high quotas, more technologically advanced vessels and improved processing plants. This has both decreased the price and increased the quality of the products being exported. With these advancements by other countries, it is extremely difficult for us to compete in foreign markets.

- 7. Are there barriers that prevent the export of your product to certain markets?**

15% Tariff import duty on seafood to EU after June 15th.